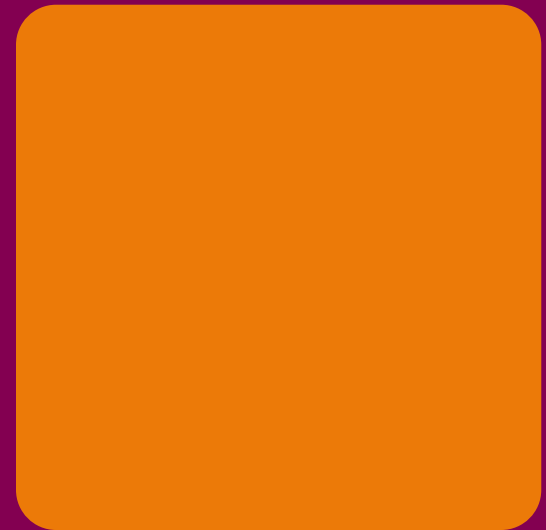




# Agenda

- Who We Are
- Wireless Innovation & Investment
- T-Mobile Issues and the National Broadband Plan

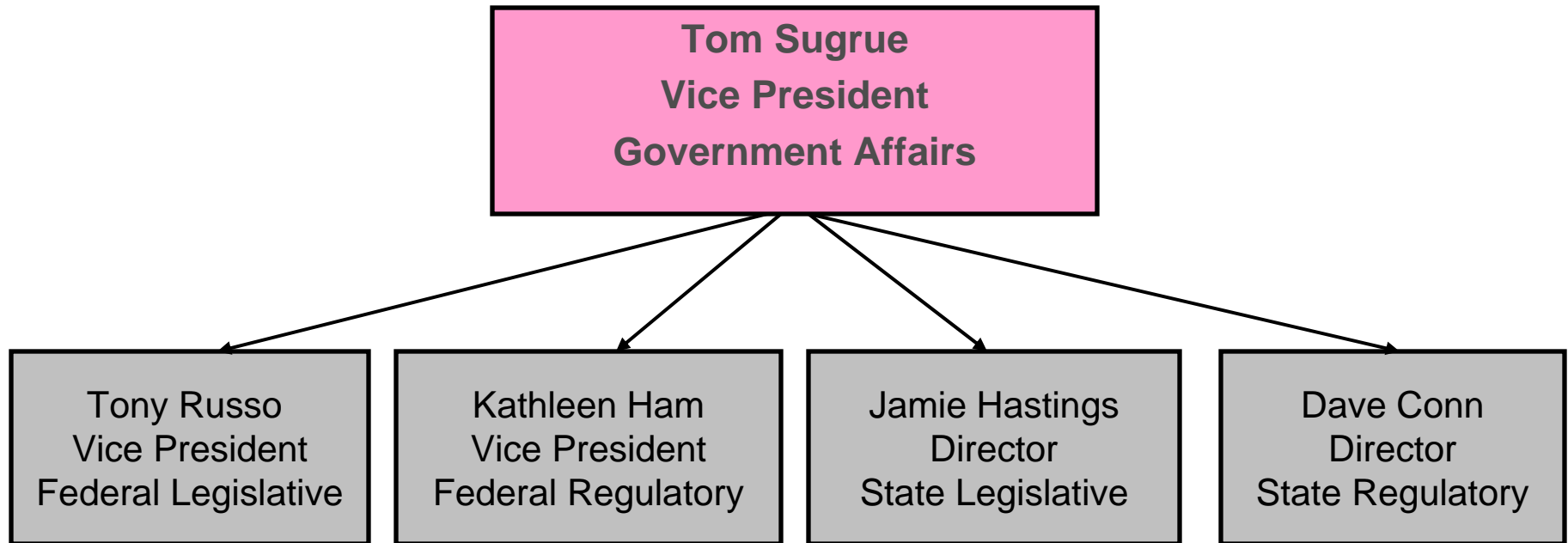
# Who We Are



# T-Mobile USA

- Fourth largest national wireless carrier, providing voice, messaging, and data capable of reaching over 268 million Americans
- 44,000 employees
- More than 33 million customers in the United States
- J.D. Power and Associates award winner August 2009 Customer Care Survey - winner 8 out of last 9 awards in this category
- Highest ranking national wireless carrier in J.D. Power and Associates 2009 Wireless Retail Sales Satisfaction Study<sup>SM</sup>
- Listed on Fortune's 2009 survey of 100 Best Companies to Work For

# T-Mobile Government Affairs



# Wireless Innovation & Investment



# T-Mobile Is Traditional Value Leader



**Disruptive Pricing**

**50% of people pay too much for their mobile service!**

[www.billshrink.com](http://www.billshrink.com)



# Innovative Handsets



G1 with Google

October 2008



myTouch 3G with Google

August 2009



Motorola CLIQ

November 2009



# Innovative Offerings



T-Mobile

- T-Mobile @Home provides attractive landline home phone alternative.
- T-Mobile launching similar WiFi product for business.

- Emerging business models in M2M.



# Investment in Mobile Broadband

- Investment
  - \$4.2 Billion in AWS Licenses
  - \$5+ Billion in Infrastructure Deployment (to date)
- Current 3G Coverage
  - 170 Million Pops
  - 208 Cities
- 3G Coverage by end of 2009
  - 200 Million Pops
  - 250 Cities
- Launched HSPA+ network in Philadelphia
  - 1<sup>st</sup> in U.S. – national roll out in 2010
  - 3.5G speeds – 21 Mbps downlink



# Additional Spectrum Requirements

“looming spectrum crisis...”

- Julius Genachowski

CTIA 10/7/09



- Additional spectrum required for mobile broadband
  - Wireless integral to Administration's broadband efforts
  - 4G requirements (LTE)
  - Data applications bandwidth intensive
  - CTIA has requested 800 MHz of additional spectrum
  - U.S. future spectrum deployment lagging behind Europe
- Raise additional funds for federal treasury
- Necessary to begin working now on identifying additional spectrum for commercial use

# National Broadband Plan Will Guide the US Forward

Net Neutrality

Intercarrier Compensation

USF

Special Access

Numbering



# Net Neutrality

- Consumer demand, not regulation, has spurred the opening of wireless networks.
- Mobile broadband industry is highly competitive (on output side).
- T-Mobile is a leader in network openness as the first provider to introduce devices using the Android platform.
  - Over 10,000 apps available on Android Market
  - Average G1 user has downloaded over 50 applications
- Need for reasonable network management remains.
- Spectrum is a shared resource.
- Wireless network operators cannot easily “add capacity” when network becomes congested.
- A dynamic industry ecosystem involving network operators, platform developers, device manufacturers, application makers is just emerging and is rapidly evolving.

# Intercarrier Compensation



- National Broadband Plan is a good opportunity to reform the antiquated intercarrier compensation regime.
- Access charge issues and traffic pumping need to be addressed in order to avoid arbitrage opportunities.

# Intercarrier Compensation

- Access charges
  - Bill and keep is ideal solution.
  - At the very least, should have a low uniform rate.
  - Access charge disputes will become even more prolific as technology evolves.
    - AT&T and Google Voice debate highlights that access charge reform is urgent.
    - Fees for conference calling services disputed.
- Traffic Pumping
  - Low uniform rate would likely resolve traffic pumping abuses.

# USF

- **Contribution**

- T-Mobile supports CTIA and a numbers/connections theory, but we are open to discussion of other options.
- If a numbers-based option used, assessed numbers should be limited to those associated with end users.

- **Distribution**

- T-Mobile supports use of federal lifeline/link-up program to expand broadband availability to low income consumers.
- Redistribution of high-cost funds ceded in mergers would promote competition in rural areas.



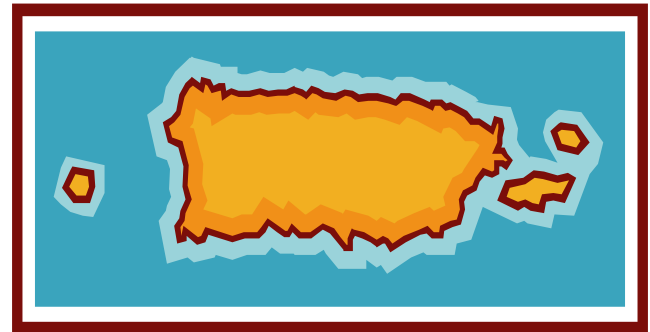
# USF

- **ETC/USAC audit process needs reform.**



- **CETC Status**

- T-Mobile in North Carolina and Puerto Rico now.
- T-Mobile is considering expansion of program to other states.



# Special Access

- New backhaul solutions required for next generation services.
- Current special access pricing hinders further deployment of mobile broadband.
- T-Mobile continuously looking for solutions and alternatives, which are particularly scarce in rural areas.



# Local Number Portability

- Thanks to FCC for reform on intermodal porting which benefits consumers.
- One-day porting adopted.



